

Message Text

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PAGE 01 STATE 039382

62

ORIGIN ARA-20

INFO OCT-01 ISO-00 SSO-00 NSCE-00 INRE-00 DODE-00 CIAE-00

INR-10 NSAE-00 RSC-01 SS-20 NSC-10 PM-07 L-03 MC-02

AID-20 EB-11 TRSE-00 IGA-02 COME-00 OMB-01 /108 R

DRAFTED BY ARA/EP/E:DKGUTHRIE:EFM

APPROVED BY ARA:HSHLAUDEMAM

ARA/EP:RFWEBER

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O R 272157Z FEB 74

FM SECSTATE WASHDC

TO AMEMBASSY QUITO IMMEDIATE

INFO USCINCSO

C O N F I D E N T I A L STATE 039382

E.O. 11652: GDS

TAGS: MASS, EC, US

SUBJ: QUEVEDO-SHLAUDEMAN MEETING-MILITARY AIRCRAFT

PURCHASES

REF: QUITO 991

USCINCSO ALSO FOR POLAD

1. IN CALL ON DEPUTY ASSISTANT SECRETARY SHLAUDEMAN
FEBRUARY 26, AMBASSADOR QUEVEDO SAID THAT HE HAD BEEN
INSTRUCTED TO SEEK USG APPROVAL FOR SALE OF 12 F-4,
12 F-5E, AND 12 A-37 AIRCRAFT TO ECUADOREAN AIR FORCE,
TOGETHER WITH INFORMATION ON PRICE, FINANCING, AND
AVAILABILITY. HE PROVIDED BRIEF WRITTEN SUMMARY OF
ECUADOREAN REQUEST.

2. CONCERNING USG APPROVAL OF SALES, SHLAUDEMAN SAID
THAT IN PRINCIPLE THERE APPEARED TO BE NO OBSTACLE TO
APPROVAL OF F-5E'S AND A-37'S, ALTHOUGH CERTAIN PRO-
CEDURAL REQUIREMENTS WOULD HAVE TO BE COMPLETED BEFORE
FORMAL APPROVAL COULD BE FORTHCOMING. AS REGARDS
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PAGE 02 STATE 039382

F-4'S, IT WAS OUR POLICY NOT TO MAKE THESE AIRCRAFT

AVAILABLE FOR SALE IN LATIN AMERICA. IN RESPONSE TO FURTHER QUESTION BY QUEVEDO, SHLAUDEMANN STATED THAT QUEVEDO COULD TAKE HIS REPLY AS DEFINITIVE USG RESPONSE ON F-4'S. HE ASSURED QUEVEDO THAT WE WOULD GIVE PROMPT

ATTENTION TO GOE REQUEST REGARDING F-5E'S AND A-37'S AND WOULD PROVIDE A REPLY AS SOON AS POSSIBLE.

3. SHLAUDEMANN SUGGESTED THAT GOE MIGHT WISH TO CONSULT INFORMALLY WITH MANUFACTURERS ON VARIOUS QUESTIONS INVOLVED IN OBTAINING THESE AIRCRAFT. USG WILL PROVIDE PRICE AND DELIVERY DATA IN TIME BUT CONTACT WITH COMPANIES COULD BE USEFUL TO GOE. SHLAUDEMANN COMMENTED THAT INQUIRY ON FINANCING WOULD BE DIFFICULT TO ANSWER SINCE GOE DOES NOT INDICATE THE SPECIFIC METHOD IT HAS IN MIND. HE NOTED THAT IN ADDITION TO USG CREDITS THERE COULD BE POSSIBILITIES FOR COMMERCIAL FINANCING. THIS WOULD ALSO BE A SUBJECT GOE MIGHT WISH TO DISCUSS WITH COMPANIES AND WHICH USG AND GOE COULD TAKE UP LATER IN INFORMAL DISCUSSIONS. CASEY

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